A8720-2

POTASH & PHOSPHATE INSTITUTE

QUARTERLY POTASH REPORT SUMMARY

(Short Tons K2O)

OCTOBER - DECEMBER

| | CANADIAN PRODUCERS | | | UNITED STATES PRODUCERS | | | TOTAL CANADIAN & U.S. PRODUCERS | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1988 | 1987 | Change % | 1988 | 1987 | Change % | 1988 | 1987 | Change % |
| Beginning Inventory | 1,302,555 | 1,057,889 | 23.1% | 188,102 | 147,947 | 27.1% | 1,490,657 | 1,205,836 | 23.6% |
| (+) Production | 2,374,906 | 2,082,893 | 14.0% | 422,017 | 423,302 | - .3% | 2,796,923 | 2,506,195 | 11.6% |
| (-) Ending Inventory | 1,495,149 | 1,251,312 | 19.5% | 265,021 | 160,181 | 65.4% | 1,760,170 | 1,411,494 | 24.7% |
| (=) Total Disappearance | 2,182,312 | 1,889,470 | 15.5% | 345,098 | 411,067 | -16.0% | 2,527,410 | 2,300,537 | 9.9% |
| (-) Exports | 1,003,846 | 892,756 | 12.4% | 103,632 | 113,416 | -8.6% | 1,107,478 | 1,006,172 | 10.1% |
| (=) Disappearance-Canada & United States | 1,178,466 | 996,714 | 18.2% | 241,466 | 297,651 | -18.9% | 1,419,932 | 1,294,365 | 9.7% |

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

OCTOBER-DECEMBER QUARTER, 1988 & 1987

| | PRODUCTION | | ENDING INVENTORY, December 31 | | | | DISAPPEARANCE | |
|---|---|---|---|---|---|---|---|---|
| | 1988 | OCT-DEC 1987 | MINE SITE | OFFSITE | 1988 | 1987 | 1988 | OCT-DEC 1987 |
| MURIATE | | | | | | | | |
| Special Standard | 41,081 | 70,888 | 13,356 | 10,347 | 23,703 | 45,890 | 47,997 | 83,109 |
| Standard | 971,958 | 686,573 | 281,893 | 173,754 | 455,647 | 486,230 | 908,287 | 624,398 |
| Chemical | 29,456 | 16,256 | 4,084 | 3,350 | 7,434 | 7,384 | 30,105 | 21,660 |
| Coarse | 735,413 | 665,948 | 159,882 | 414,274 | 574,156 | 315,732 | 690,921 | 585,635 |
| Granular | 743,325 | 854,416 | 223,169 | 278,480 | 501,649 | 426,947 | 629,676 | 623,703 |
| Soluble | 208,910 | 151,785 | 53,316 | 79,960 | 133,276 | 88,157 | 168,962 | 190,905 |
| Sulphates | 66,780 | 60,329 | 37,749 | 26,556 | 64,305 | 41,154 | 51,462 | 67,581 |
| TOTAL: | 2,796,923 | 2,506,195 | 773,449 | 986,721 | 1,760,170 | 1,411,494 | 2,527,410 | 2,196,991 |

| | AGRICULTURAL SALES | | | | NON-AGRICULTURAL SALES | | | | TOTAL AG & NON-AG SALES | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. & CANADA | | EXPORTS | | U.S. & CANADA | | EXPORTS | | OCTOBER-DECEMBER | |
| | 1988 | OCT-DEC 1987 | 1988 | OCT-DEC 1987 | 1988 | OCT-DEC 1987 | 1988 | OCT-DEC 1987 | 1988 | 1987 |
| MURIATE | | | | | | | | | | |
| Special Std | - | 74 | 50,799 | 87,715 | - | - | - | - | 50,799 | 87,789 |
| Standard | 78,798 | 102,995 | 804,914 | 495,247 | 66,089 | 71,533 | 1,130 | 365 | 950,931 | 670,140 |
| Chemical | - | - | - | - | 20,303 | 22,768 | 1,926 | 1,590 | 22,229 | 24,358 |
| Coarse | 683,108 | 560,617 | 40,429 | 83,822 | - | - | - | - | 723,537 | 644,439 |
| Granular | 434,100 | 436,274 | 124,175 | 242,386 | - | - | - | - | 558,275 | 678,660 |
| Soluble | 77,273 | 77,280 | 34,376 | 37,595 | 28,819 | 30,009 | 38,973 | 33,779 | 179,441 | 178,663 |
| Sulphates | 44,685 | 39,473 | 10,712 | 23,602 | 1,807 | 2,339 | 44 | 71 | 57,248 | 65,485 |
| TOTAL: | 1,317,964 | 1,216,713 | 1,065,405 | 970,367 | 117,018 | 126,649 | 42,073 | 35,805 | 2,542,460 | 2,349,534 |

Note: Exports are listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**QUARTERLY EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**OCTOBER-DECEMBER 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 1,413 | 0 | 0 | 0 | 0 | 1,413 |
| Australia | 5,389 | 8,154 | 21,107 | 0 | 2,553 | 37,203 |
| Belize | 0 | 0 | 463 | 0 | 0 | 463 |
| Brazil | 10,406 | 16,587 | 15,835 | 0 | 121 | 42,949 |
| Chile | 38,863 | 0 | 0 | 0 | 0 | 38,863 |
| China | 289,165 | 0 | 0 | 0 | 2,497 | 291,662 |
| Columbia | 10,043 | 4,054 | 1,984 | 0 | 0 | 16,081 |
| Costa Rica | 6,004 | 0 | 0 | 0 | 485 | 6,489 |
| Denmark | 16,423 | 0 | 0 | 0 | 0 | 16,423 |
| Dom. Republic | 0 | 0 | 6,911 | 0 | 441 | 7,352 |
| Ecuador | 2,471 | 0 | 666 | 0 | 0 | 3,137 |
| Finland | 10,859 | 0 | 0 | 0 | 0 | 10,859 |
| France | 19,909 | 0 | 0 | 0 | 0 | 19,909 |
| French Guiana | 1,158 | 0 | 181 | 0 | 0 | 1,339 |
| Guatemala | 6,283 | 0 | 0 | 0 | 0 | 6,283 |
| Holland | 5,377 | 0 | 16,843 | 0 | 0 | 22,220 |
| Honduras | 408 | 0 | 0 | 0 | 0 | 408 |
| India | 67,551 | 0 | 0 | 8,763 | 0 | 76,314 |
| Indonesia | 62,418 | 0 | 0 | 0 | 0 | 62,418 |
| Jamaica | 0 | 1,945 | 2,246 | 0 | 0 | 4,191 |
| Japan | 39,815 | 9,689 | 17,079 | 22,143 | 346 | 89,072 |
| Korea | 91,124 | 0 | 0 | 0 | 0 | 91,124 |
| Malaysia | 39,100 | 0 | 0 | 0 | 3,716 | 42,816 |
| Martinique | 0 | 0 | 0 | 0 | 284 | 284 |
| Mexico | 11,982 | 0 | 13,939 | 0 | 227 | 26,148 |
| New Zealand | 12 | 0 | 0 | 0 | 0 | 12 |
| Nigeria | 6,725 | 0 | 0 | 0 | 0 | 6,725 |
| Pakistan | 13 | 0 | 0 | 0 | 0 | 13 |
| Peru | 4,435 | 0 | 0 | 0 | 0 | 4,435 |
| Philippines | 3,066 | 0 | 0 | 0 | 0 | 3,066 |
| Puerto Rico | 0 | 0 | 0 | 0 | 22 | 22 |
| South Africa | 0 | 0 | 3,682 | 0 | 0 | 3,682 |
| Sri Lanka | 19,868 | 0 | 0 | 0 | 0 | 19,868 |
| Switzerland | 28,465 | 0 | 7,266 | 0 | 0 | 35,731 |
| Taiwan | 33,032 | 0 | 0 | 3,470 | 20 | 36,522 |
| Thailand | 3,536 | 0 | 0 | 0 | 0 | 3,536 |
| Venezuela | 20,400 | 0 | 15,973 | 0 | 0 | 36,373 |
| TOTAL AG: | 855,713 | 40,429 | 124,175 | 34,376 | 10,712 | 1,065,405 |
| NON-AGRICULTURAL | | | | | | |
| Argentina | 33 | - | - | 0 | 0 | 33 |
| Italy | 0 | - | - | 12,005 | 0 | 12,005 |
| Japan | 501 | - | - | 18,223 | 0 | 18,724 |
| Korea | 352 | - | - | 8,745 | 0 | 9,097 |
| Mexico | 1,482 | - | - | 0 | 44 | 1,526 |
| Pakistan | 38 | - | - | 0 | 0 | 38 |
| Puerto Rico | 5 | - | - | 0 | 0 | 5 |
| Sweden | 383 | - | - | 0 | 0 | 383 |
| United Kingdom | 262 | - | - | 0 | 0 | 262 |
| TOTAL NON-AG: | 3,056 | - | - | 38,973 | 44 | 42,073 |
| **TOTAL EXPORTS** | **858,769** | **40,429** | **124,175** | **73,349** | **10,756** | **1,107,478** |

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

OCTOBER-DECEMBER QUARTER, 1988 & 1987

| | PRODUCTION | | ENDING INVENTORY, December 31 | | | | DISAPPEARANCE | |
|---|---|---|---|---|---|---|---|---|
| | 1988 OCT-DEC | 1987 | MINE SITE | OFFSITE | 1988 | 1987 | 1988 OCT-DEC | 1987 |
| MURIATE | | | | | | | | |
| Special Standard | 41,081 | 70,888 | 13,356 | 10,347 | 23,703 | 45,890 | 47,997 | 83,109 |
| Standard | 818,105 | 559,826 | 176,725 | 172,047 | 348,772 | 437,747 | 788,808 | 495,211 |
| Chemical | 25,975 | 12,376 | 2,412 | 3,350 | 5,762 | 6,254 | 27,257 | 17,668 |
| Coarse | 694,911 | 620,545 | 139,339 | 414,274 | 553,613 | 312,197 | 654,395 | 537,048 |
| Granular | 595,751 | 685,314 | 160,688 | 276,957 | 437,645 | 362,410 | 505,057 | 479,341 |
| Soluble | 199,083 | 133,944 | 45,694 | 79,960 | 125,654 | 86,814 | 158,798 | 173,548 |
| TOTAL: | 2,374,906 | 2,082,893 | 538,214 | 956,935 | 1,495,149 | 1,251,312 | 2,182,312 | 1,785,925 |

| | AGRICULTURAL SALES | | | | NON-AGRICULTURAL SALES | | | | TOTAL AG & NON-AG SALES | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. & CANADA | | EXPORTS | | U.S. & CANADA | | EXPORTS | | OCTOBER-DECEMBER | |
| | 1988 OCT-DEC | 1987 | 1988 OCT-DEC | 1987 | 1988 OCT-DEC | 1987 | 1988 OCT-DEC | 1987 | 1988 | 1987 |
| MURIATE | | | | | | | | | | |
| Special Std | - | 74 | 50,799 | 87,715 | - | - | - | - | 50,799 | 87,789 |
| Standard | 40,073 | 48,510 | 745,466 | 463,403 | 36,798 | 33,270 | (11) | 1 | 822,326 | 545,184 |
| Chemical | - | - | - | - | 17,920 | 17,185 | 937 | 1,000 | 18,857 | 18,185 |
| Coarse | 649,792 | 521,182 | 36,375 | 74,374 | - | - | - | - | 686,167 | 595,556 |
| Granular | 335,388 | 332,862 | 96,931 | 198,753 | - | - | - | - | 432,319 | 531,615 |
| Soluble | 67,170 | 66,587 | 34,376 | 33,731 | 26,061 | 26,936 | 38,973 | 33,779 | 166,580 | 161,033 |
| TOTAL: | 1,092,423 | 969,215 | 963,947 | 857,976 | 80,779 | 77,391 | 39,899 | 34,780 | 2,177,048 | 1,939,362 |

Note: Exports are listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**QUARTERLY EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**OCTOBER-DECEMBER 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Argentina | 1,413 | 0 | 0 | 0 | 1,413 |
| Australia | 5,389 | 8,154 | 21,107 | 0 | 34,650 |
| Brazil | 10,406 | 16,587 | 10,536 | 0 | 37,529 |
| Chile | 38,863 | 0 | 0 | 0 | 38,863 |
| China | 281,394 | 0 | 0 | 0 | 281,394 |
| Costa Rica | 4,037 | 0 | 0 | 0 | 4,037 |
| Denmark | 16,423 | 0 | 0 | 0 | 16,423 |
| Finland | 10,859 | 0 | 0 | 0 | 10,859 |
| France | 19,909 | 0 | 0 | 0 | 19,909 |
| Holland | 5,377 | 0 | 16,843 | 0 | 22,220 |
| India | 67,551 | 0 | 0 | 8,763 | 76,314 |
| Indonesia | 62,418 | 0 | 0 | 0 | 62,418 |
| Jamaica | 0 | 1,945 | 2,246 | 0 | 4,191 |
| Japan | 33,421 | 9,689 | 14,414 | 22,143 | 79,667 |
| Korea | 91,124 | 0 | 0 | 0 | 91,124 |
| Malaysia | 39,100 | 0 | 0 | 0 | 39,100 |
| Mexico | 0 | 0 | 13,939 | 0 | 13,939 |
| New Zealand | 12 | 0 | 0 | 0 | 12 |
| Nigeria | 6,725 | 0 | 0 | 0 | 6,725 |
| Pakistan | 13 | 0 | 0 | 0 | 13 |
| Philippines | 3,066 | 0 | 0 | 0 | 3,066 |
| South Africa | 0 | 0 | 3,682 | 0 | 3,682 |
| Sri Lanka | 19,868 | 0 | 0 | 0 | 19,868 |
| Switzerland | 28,465 | 0 | 7,266 | 0 | 35,731 |
| Taiwan | 33,032 | 0 | 0 | 3,470 | 36,502 |
| Thailand | 3,536 | 0 | 0 | 0 | 3,536 |
| Venezuela | 13,864 | 0 | 6,898 | 0 | 20,762 |
| TOTAL AG: | 796,265 | 36,375 | 96,931 | 34,376 | 963,947 |
| NON-AGRICULTURAL | | | | | |
| Italy | 0 | - | - | 12,005 | 12,005 |
| Japan | 488 | - | - | 18,223 | 18,711 |
| Korea | 138 | - | - | 8,745 | 8,883 |
| Pakistan | 38 | - | - | 0 | 38 |
| United Kingdom | 262 | - | - | 0 | 262 |
| TOTAL NON-AG: | 926 | - | - | 38,973 | 39,899 |
| **TOTAL EXPORTS** | **797,191** | **36,375** | **96,931** | **73,349** | **1,003,846** |

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

OCTOBER-DECEMBER QUARTER, 1988 & 1987

| | PRODUCTION | | ENDING INVENTORY, December 31 | | | | DISAPPEARANCE | |
|---|---|---|---|---|---|---|---|---|
| | 1988 OCT-DEC | 1987 | MINE SITE | OFFSITE | 1988 | 1987 | 1988 OCT-DEC | 1987 |
| MURIATE | | | | | | | | |
| Standard | 153,853 | 126,747 | 105,168 | 1,707 | 106,875 | 48,483 | 119,479 | 129,187 |
| Chemical | 3,481 | 3,880 | 1,672 | - | 1,672 | 1,130 | 2,848 | 3,992 |
| Coarse | 40,502 | 45,403 | 20,543 | - | 20,543 | 3,535 | 36,526 | 48,587 |
| Granular | 147,574 | 169,102 | 62,481 | 1,523 | 64,004 | 64,537 | 124,619 | 144,362 |
| Soluble | 9,827 | 17,841 | 7,622 | - | 7,622 | 1,343 | 10,164 | 17,357 |
| Sulphates | 66,780 | 60,329 | 37,749 | 26,556 | 64,305 | 41,154 | 51,462 | 67,581 |
| TOTAL: | 422,017 | 423,302 | 235,235 | 29,786 | 265,021 | 160,182 | 345,098 | 411,066 |

| | AGRICULTURAL SALES | | | | NON-AGRICULTURAL SALES | | | | TOTAL AG & NON-AG SALES OCTOBER-DECEMBER | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. & CANADA | | EXPORTS | | U.S. & CANADA | | EXPORTS | | | |
| | 1988 OCT-DEC | 1987 | 1988 OCT-DEC | 1987 | 1988 OCT-DEC | 1987 | 1988 OCT-DEC | 1987 | 1988 | 1987 |
| MURIATE | | | | | | | | | | |
| Standard | 38,725 | 54,485 | 59,448 | 31,844 | 29,291 | 38,263 | 1,141 | 364 | 128,605 | 124,956 |
| Chemical | - | - | - | - | 2,383 | 5,583 | 989 | 590 | 3,372 | 6,173 |
| Coarse | 33,316 | 39,435 | 4,054 | 9,448 | - | - | - | - | 37,370 | 48,883 |
| Granular | 98,712 | 103,412 | 27,244 | 43,633 | - | - | - | - | 125,956 | 147,045 |
| Soluble | 10,103 | 10,693 | - | 3,864 | 2,758 | 3,073 | - | - | 12,861 | 17,630 |
| Sulphates | 44,685 | 39,473 | 10,712 | 23,602 | 1,807 | 2,339 | 44 | 71 | 57,248 | 65,485 |
| TOTAL: | 225,541 | 247,498 | 101,458 | 112,391 | 36,239 | 49,258 | 2,174 | 1,025 | 365,412 | 410,172 |

Note: Exports are listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**QUARTERLY EXPORT SALES - U.S. PRODUCERS - (Short Tons K2O)**

**OCTOBER-DECEMBER 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 0 | 0 | 0 | 0 | 2,553 | 2,553 |
| Belize | 0 | 0 | 463 | 0 | 0 | 463 |
| Brazil | 0 | 0 | 5,299 | 0 | 121 | 5,420 |
| China | 7,771 | 0 | 0 | 0 | 2,497 | 10,268 |
| Columbia | 10,043 | 4,054 | 1,984 | 0 | 0 | 16,081 |
| Costa Rica | 1,967 | 0 | 0 | 0 | 485 | 2,452 |
| Dom. Republic | 0 | 0 | 6,911 | 0 | 441 | 7,352 |
| Ecuador | 2,471 | 0 | 666 | 0 | 0 | 3,137 |
| French Guiana | 1,158 | 0 | 181 | 0 | 0 | 1,339 |
| Guatemala | 6,283 | 0 | 0 | 0 | 0 | 6,283 |
| Honduras | 408 | 0 | 0 | 0 | 0 | 408 |
| Japan | 6,394 | 0 | 2,665 | 0 | 346 | 9,405 |
| Malaysia | 0 | 0 | 0 | 0 | 3,716 | 3,716 |
| Martinique | 0 | 0 | 0 | 0 | 284 | 284 |
| Mexico | 11,982 | 0 | 0 | 0 | 227 | 12,209 |
| Peru | 4,435 | 0 | 0 | 0 | 0 | 4,435 |
| Puerto Rico | 0 | 0 | 0 | 0 | 22 | 22 |
| Taiwan | 0 | 0 | 0 | 0 | 20 | 20 |
| Venezuela | 6,536 | 0 | 9,075 | 0 | 0 | 15,611 |
| TOTAL AG: | 59,448 | 4,054 | 27,244 | 0 | 10,712 | 101,458 |
| NON-AGRICULTURAL | | | | | | |
| Argentina | 33 | - | - | 0 | 0 | 33 |
| Japan | 13 | - | - | 0 | 0 | 13 |
| Korea | 214 | - | - | 0 | 0 | 214 |
| Mexico | 1,482 | - | - | 0 | 44 | 1,526 |
| Puerto Rico | 5 | - | - | 0 | 0 | 5 |
| Sweden | 383 | - | - | 0 | 0 | 383 |
| TOTAL NON-AG: | 2,130 | - | - | 0 | 44 | 2,174 |
| **TOTAL EXPORTS** | **61,578** | **4,054** | **27,244** | **0** | **10,756** | **103,632** |